

## CITY COUNCIL ACTION REPORT

October 3, 2012

TO: Michael W. Culpepper, Acting City Manager

FROM: Thomas Darling, Director of Financial Services  
Susan A. Leirstein, Purchasing Director

SUBJECT: Contract Extension – Uniform Rental Services

### **Background**

On November 24, 2008, Troy City Council awarded a two-year contract to provide uniform rental services for various City of Troy union employees with a two-year option to renew to Unifirst Corporation of Auburn Hills, MI, the highest rated respondent as a result of a best value process. {CC Resolution #2008-11-351-F-4c}. Subsequently, the two-year option was exercised by City Council on August 9, 2010, with the contract expiring October 31, 2012. {CC Resolution #2010-08-168-J-4c}.

The City of Troy joined Oakland County to contract for these services. As a result of this partnership, the City of Troy has been able to achieve volume driven cost reductions by awarding both contracts to one vendor. Oakland County continues to hold a contract with Unifirst Corporation for these services through October 31, 2014.

Unifirst Corporation agreed to extend the City of Troy's current contract under the same prices, terms and conditions until October 31, 2014, as well. From the inception of the contract, Troy has taken advantage of reduced pricing by changing the uniform replacement policy from every two years to only as needed. Solicitation #000555 was competitively bid and all vendors were given the opportunity to respond with their level of interest in providing uniform rental services for various City of Troy facilities and Oakland County.

### **Recommendation**

City management recommends extending the two (2) year contract cooperatively bid with Oakland County for uniform rental services for various City of Troy union employees from the highest scoring respondent, Unifirst Corporation of Auburn Hills, Michigan, under the same prices, terms and conditions as originally bid in 2008 to expire October 31, 2014.

### **Fund Availability**

Funds for this program are available in the various departmental operating budgets for Uniforms.



September 11, 2012

ATTN: Ed McNicholas, General Manager  
Unifirst Corporation  
1300 Auburn Road  
Pontiac, MI 48342  
FAX: (248) 334-4313

Dear Mr. McNicholas:

The City of Troy entered into contract #2009-90000011 with Unifirst Corporation to provide two-year requirements of Uniform Rental Services for various City of Troy union employees, which expires October 31, 2012. The City is interested to know whether Unifirst will extend its contract at established prices, terms and conditions for an additional two years.

Please fax this letter back to the Purchasing Department indicating if Unifirst Corporation wishes to extend this contract until October 31, 2014. The fax number is (248) 619-7608. It should be understood that this request to extend the contract agreement is subject to administrative approval and a favorable market survey. A request by City staff to determine the successful bidder's interest in extending the contract in no way obligates the City. The extension cannot be exercised without Troy City Council approval and a blanket contract issued.

If you have any questions please call me at (248) 524-3338.

**CHECK ONE:**

**Unifirst Corporation is interested in extending the contract under the same prices, terms, and conditions through October 31, 2014:**

X *John Duall*  
**Signed: Authorized Company Representative**

**Unifirst Corporation is not interested in extending the contract:**

X \_\_\_\_\_  
**Signed: Authorized Company Representative**

**Date:** \_\_\_\_\_

Thank you,  
Susan Leirstein, CPPO CPPB  
Purchasing Department  
City of Troy

shall be **ATTACHED** to the original Minutes of this meeting (Resolution #2009-08-251 F4a); and

WHEREAS, MVP Environmental, LLC has agreed to exercise the one-year option to renew their contract under the same pricing, terms and conditions;

THEREFORE, BE IT RESOLVED, That Troy City Council hereby **EXERCISES** the option to renew the contract with MVP Environmental, LLC of Troy to provide seasonal requirements of snow removal services for Troy residents using the Home Chore Program under the same prices, terms and conditions expiring May 1, 2011; and

BE IT FURTHER RESOLVED, That Troy City Council **SHALL NOT RENEW** the contract, which expired May 1, 2010, with Brantley Development LLC, as secondary contractor as their services were not needed last season.

b) **Standard Purchasing Resolution 3: Exercise Renewal Option – Ice Melt Compounds**

Resolution #2010-08- 168-J-4b

WHEREAS, On October 19, 2009, Troy City Council awarded a one-year contract to provide ice melt compounds with an option to renew for one (1) additional year to the low bidder, Washington Elevator Co, Inc. of Washington Twp, MI (Resolution #2009-10-312-F-4a); and

WHEREAS, Washington Elevator Co, Inc. has agreed to exercise the option to renew the contract for one (1) additional year under the same prices, terms, and conditions;

THEREFORE, BE IT RESOLVED, That Troy City Council hereby **EXERCISES** the option to renew the contract for ice melt compounds with Washington Elevator Co, Inc. of Washington Twp, MI, under the same terms and conditions at unit prices contained in the bid tabulation opened September 30, 2009, with a contract expiration of October 31, 2011.

c) **Standard Purchasing Resolution 3: Exercise Renewal Option – Uniform Rental Services**

Resolution #2010-08- 168-J-4c

WHEREAS, On November 24, 2008, Troy City Council awarded a two-year contract to provide uniform rental services for various City of Troy union employees with an option to renew for two additional years to the highest scoring respondent, Unifirst Corporation of Auburn Hills, MI, as a result of a best value process in cooperation with Oakland County, which the Troy City Council determines to be in the public interest (Resolution #2008-11-351-F-4c) and;

WHEREAS, Unifirst Corporation has agreed to exercise the option to renew the contract for two additional years under the same pricing, terms and conditions;

THEREFORE, BE IT RESOLVED, That Troy City Council hereby **EXERCISES** the two-year option to renew the contract to provide uniform rental services for various City of Troy union

employees with Unifirst Corporation of Auburn Hills at unit prices contained in the tabulation opened September 3, 2008, with the contract expiring October 31, 2012.

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**J-5 City of Troy v William H. Price**

Resolution #2010-08- 168-J-5

RESOLVED, That Troy City Council hereby **APPROVES** the proposed Consent Judgment in the condemnation case of *City of Troy v William H. Price, et al.*, (Oakland County Circuit Court Case No. 09-097977-CC); and

BE IT FURTHER RESOLVED, That Troy City Council hereby **AUTHORIZES** payment in the amounts stated therein; and

BE IT FINALLY RESOLVED, That Troy City Council hereby **AUTHORIZES** the City Attorney's Office to execute the document on behalf of the City of Troy, a copy of which is to be **ATTACHED** to the original Minutes of this meeting.

**Vote on Resolution to Suspend Rules of Procedure for the City Council, Rule #6 – Order of Business**

Resolution #2010-08-169

Moved by Kerwin

Seconded by Fleming

RESOLVED, That Troy City Council hereby **SUSPENDS** Rules of Procedure for the City Council, Rule #6 Order of Business to take action on an item that does not appear on the Agenda.

Yes: Howrylak, Kerwin, McGinnis, Slater, Schilling, Fleming

No: Beltramini

**MOTION CARRIED**

**Vote on Resolution to Cancel the Monday, August 16, 2010 Regular City Council Meeting**

Resolution #2010-08-170

Moved by McGinnis

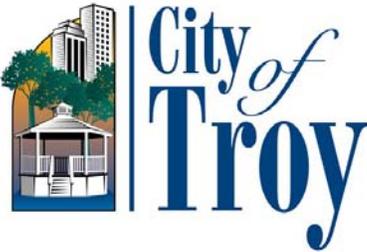
Seconded by Schilling

RESOLVED, That Troy City Council hereby **CANCELS** the Monday, August 16, 2010 Regular City Council Meeting.

Yes: None

No: Kerwin, McGinnis, Slater, Schilling, Beltramini, Fleming, Howrylak

**MOTION FAILED**



## CITY COUNCIL ACTION REPORT

August 3, 2010

TO: John Szerlag, City Manager

FROM: John M. Lamerato, Assistant City Manager/Finance and Administration  
Susan A. Leirstein, Purchasing Director

SUBJECT: Standard Purchasing Resolution 3: Exercise Renewal Option – Uniform Rental Services

### **Background**

- On November 24, 2008, Troy City Council awarded a two-year contract to provide uniform rental services for various City of Troy union employees with a two-year option to renew to Unifirst Corporation of Auburn Hills, MI, the highest rated respondent as a result of a best value process. CC Resolution #2008-11-351-F-4c
- The City of Troy joined Oakland County to contract for these services. As a result of this partnership, the City of Troy has been able to achieve volume driven cost reductions by awarding both contracts to one vendor.
- Oakland County continues to hold a contract with Unifirst Corporation for these services.
- Unifirst Corporation agreed to renew the City of Troy's current contract under the same prices, terms and conditions until October 31, 2012.
- The Purchasing department performed a market survey and based on the results concluded it is in the City's best interest to exercise the option to renew with Unifirst Corporation. (see Market Survey attached)

### **Financial Considerations**

- Funds for this program are available in the various departmental operating budgets for Uniforms.

### **Legal Considerations**

- Solicitation #000555 was competitively bid and all vendors were given the opportunity to respond with their level of interest in providing uniform rental services for various City of Troy facilities and Oakland County.

### **Recommendation**

- City management recommends exercising the two (2) year option to renew for uniform rental services for various City of Troy union employees from Unifirst Corporation of Auburn Hills, Michigan, under the same prices, terms and conditions to expire October 31, 2012.

DATE: July 28, 2010

TO: Susan Leirstein CPPO CPPB  
Purchasing Director

FROM: Julie Hamilton  
Buyer

RE: MARKET SURVEY – UNIFORM RENTAL SERVICE

In September 2008 the City of Troy joined with Oakland County to solicit proposals for uniform rental services and a contract was awarded to Unifirst Corporation.

A review of similar uniform rental bids solicited since September 2008 was conducted and the results are listed below:

City of Sterling Heights

The City of Sterling Heights bid for uniform rental services in April 2009 that resulted in a contract award to Cintas Corporation. Their bid was similar to the City of Troy's based on the number and type of uniforms requested but their pricing per employee was higher for the polyester /cotton blend and 100% cotton uniforms by \$0.20 and \$0.40 respectively. Additionally, their charge to launder coveralls was \$0.20 higher per washing.

City of Dearborn

The City of Dearborn bid for uniform rental services in April 2010 that resulted in a contract award to Maurer Textile. Their bid included 10 more employees than the City of Troy's proposal and required only a standard quality cotton shirt opposed to the premium cotton as required in Troy's proposal. Based on these factors, their pricing per employee was \$0.20 lower for the cotton uniforms but, conversely, their pricing for the poly / cotton blend uniforms was \$0.20 higher than what the City of Troy is paying currently for their uniforms.

Based on the review of similar city contracts, I respectfully recommend that the City accept the offer to renew the contract with the current vendor as it appears that no additional value would be realized if the contract was rebid. Additionally, rebidding of these services at this time would require that the City bid on their own and could result in higher prices due to the recent reduction in the number of uniformed employees.

CC: File

248 619 7608

07/01/2010 07:21 #028 P.001/001



July 1, 2010

ATTN: Ed McNicholas, General Manager  
Unifirst Corporation  
1300 Auburn Road  
Pontiac, MI 48342  
FAX: (248) 334-4313

Dear Mr. McNicholas:

The City of Troy entered into contract #2009-90000011 with Unifirst Corporation to provide two-year requirements of Uniform Rental Services for various City of Troy union employees with an option to renew for two additional years, which expires October 31, 2010. The City is interested to know whether Unifirst will renew its contract at established prices for an additional two years.

Please fax this letter back to the Purchasing Department indicating if Unifirst Corporation wishes to renew this contract until October 31, 2012. The fax number is (248) 619-7608. It should be understood that this request to extend the contract agreement is subject to administrative approval and a favorable market survey. A request by City staff to determine the successful bidder's interest in renewing the contract in no way obligates the City. The option cannot be exercised without Troy City Council approval and a contract issued.

If you have any questions please call me at (248) 680-7291.

**CHECK ONE:**

Unifirst Corporation is interested in renewing the contract under the same prices, terms, and conditions through October 31, 2012:

Ed McNicholas  
Signed: Authorized Company Representative

Unifirst Corporation is not interested in renewing the contract:

X  
Signed: Authorized Company Representative

Date: 7/2/10

Thank you,  
Julia Hamilton, CPPB  
Purchasing Department  
City of Troy

WHEREAS, On May 14, 2007, contracts to furnish two-year requirements of City Vehicle Wash Services with an option to renew for two (2) additional years was awarded to the following bidders: Tunnel O'Suds Car Wash, Your Car Wash, Pro Enterprise, Inc. and Jax Kar Wash as a result of a best value process at unit prices contained in the bid tabulation opened January 23, 2007, a copy of which shall be attached to the original Minutes of this meeting (Resolution #2007-05-142-E4a); and

WHEREAS, Tunnel O'Suds Car Wash, Jax Kar Wash and Pro Enterprise, Inc have agreed to exercise the two-year option to renew their exterior wash contracts under the same pricing, terms and conditions;

THEREFORE, BE IT RESOLVED, That Troy City Council hereby **EXERCISES** the option to renew the contracts with Tunnel O'Suds Car Wash, Jax Kar Wash and Pro Enterprise, Inc. to provide two-year requirements of City Vehicle Exterior Wash Services under the same prices, terms and conditions as the original contracts to expire December 31, 2010.

**c) Standard Purchasing Resolution 8: Best Value Award – Uniform Rental Services**

Resolution #2008-11-351-F-4c

RESOLVED, That Troy City Council hereby **AWARDS** a contract to furnish two (2) year requirements of Uniform Rental Services for various City of Troy union employees, with an option to renew for two (2) additional years to the alternate proposal from Unifirst Corporation of Auburn Hills, Michigan as a result of a best value process in cooperation with Oakland County, which the Troy City Council determines to be in the public interest, at unit prices at or below those contained in the tabulation opened September 3, 2008, a copy of which shall be **ATTACHED** to the original Minutes of this meeting, with the contract expiring October 31, 2010; and

BE IT FURTHER RESOLVED, That the award is **CONTINGENT** upon the contractor submission of properly executed proposal and contract documents, including insurance certificates and all other specified requirements.

**d) Standard Purchasing Resolution 4: Award – State of Michigan MiDEAL Program – Lawn & Garden, Commercial and Agricultural Equipment**

Resolution #2008-11-351-F-4d

RESOLVED, That Troy City Council hereby **APPROVES** a contract to purchase one (1) 2008 John Deere Backhoe from JDE Equipment Company, of New Hudson, MI, through the State of Michigan MiDEAL program for \$83,757.00 plus additional options not covered under MiDEAL of \$6,585.00, less trade-in of \$16,000.00, for an estimated net total cost of \$74,342.00; and

BE IT FURTHER RESOLVED, That Troy City Council hereby **AUTHORIZES** the Fleet Maintenance Division to accept or reject the trade-in offer of \$16,000.00 for the backhoe, pending the results to offer the equipment for sale on the open market at an amount greater than \$16,000.00.



## CITY COUNCIL ACTION REPORT

November 18, 2008

TO: Phillip L. Nelson, City Manager

FROM: John M. Lamerato, Assistant City Manager/Finance and Administration  
Susan A. Leirstein, Purchasing Director

SUBJECT: Standard Purchasing Resolution 8: Best Value Award – Uniform Rental Services

### Background

- In August, a combined request for proposal document with Oakland County for two (2) year requirements of Uniform Rental Services, with an option to renew for two (2) additional years was issued by Oakland County. The document included individual specifications and pricing requirements for both the City of Troy and Oakland County.
- On September 3, 2008, the requests for proposals (RFP) were received by Oakland County. Five proposals were received from (4) companies. One company, Unifirst submitted the proposal as specified; as well as an alternate proposal based on a uniform change-out program to “Change As Needed”, instead of on a scheduled basis every 12 or 24 months..
- One-hundred and twenty-three (123) vendors were notified via the MITN e-procurement website.
- Three City of Troy committee members representing the various City facilities independently evaluated the proposals for the City considering factors such as experience, employee training and services.
- Based on the evaluations, the City conducted site visits to all four vendors’ processing plants. The committee members evaluated each site considering factors such as garment handling procedures, environmental issues, equipment and inventory levels.
- The City of Troy and Oakland County independently rated their own proposals and based on the ratings were able to agree upon a single vendor for both contracts.
- By partnering with Oakland County, the City of Troy has been able to achieve volume driven cost reductions by awarding both contracts to one vendor.
- Based on the selection criteria established by the City of Troy and Oakland County, City management recommends awarding the City’s portion of the contract to the highest rated bidder, Unifirst Corporation of Auburn Hills, Michigan under their alternate proposal.

### Financial Considerations

- Funds for this program are available in the various departmental operating budgets for Uniforms.
- Projected savings under the new contract is estimated at \$2,500.00 per year.

### Legal Considerations

- Solicitation #000555 was competitively bid and all vendors were given the opportunity to respond with their level of interest in providing uniform rental services for various City of Troy facilities and Oakland County.

November 18, 2008

To: Phillip L. Nelson, City Manager  
Re: Best Value Award – Uniform Rental Services

**Legal Considerations** - continued

- The contract award is contingent on the recommended bidder's submission of proper contract and proposal documents including insurance certificates and all other specified requirements.

**Policy Considerations**

- By establishing a uniform rental service, the City can maintain the professional and suitable appearance that is the required standard for City of Troy employees.

**Options**

- City management recommends awarding a two (2) year contract for uniform rental services for various City of Troy union employees, with an additional two (2) year option to renew under the alternate proposal from Unifirst Corporation of Auburn Hills, Michigan, the highest rated vendor as a result of a best value process at unit prices at or below those contained in the tabulation opened September 3, 2008, to expire October 31, 2010.

G:/Purchasing/Bid Award 08-09 New Format/Best Value SR8 – RFP – Purchasing UniformRentalServices 11.08.doc



## EXECUTIVE SUMMARY

### UNIFORM RENTAL SERVICES

#### STATISTICS:

- ◆ **One-hundred Twenty-three (123) company's were notified via the MITN e-procurement website**
- ◆ **Five (5) proposals were received from four (4) companies**
- ◆ **All Four (4) companies met the pass/fail criteria**
- ◆ **The City's evaluation team visited all four (4) companies processing locations**
- ◆ **Unifirst Corporation (Alternate Proposal) received the highest score as a result of a best value process based on the evaluation of both the City of Troy and Oakland County**

The following Four (4) companies received the indicated final scores as a result of the proposal, pricing and site visit selection criteria. Site visits were conducted at all four company locations.

Company	SCORE
Unifirst Corporation (Alternate)	<b>166.90</b>
Cintas	164.74
Arrow	152.35
Aramark	141.85
Unifirst Corporation	136.54

#### Attachments:

- ✓ Weighted Final Scoring Including Proposal, Price, Site Visit Score and Oakland County's Score
- ✓ Evaluation Process
- ✓ Original Tabulation



WEIGHTED FINAL SCORING  
UNIFORM RENTAL SERVICES

City of Troy Final Score Calculation:

40% x Price Score  
30% x Site Visit Score  
30% x Proposal Score  
100% = Final Weighted Score

Oakland County Final Score Calculation:

25% x Compliance with Qualifications  
25% x Completeness of Proposal  
25% x Correlation of Proposals to needs of County  
25% x Other factors deemed in Agencies best interest  
100% = Final Weighted Score

In order to equate the price to the weighted evaluation process scoring, the prices had to be converted into a score with the base of 100. **NOTE:** Vendors are listed in the order of their summary score for both proposal and price, from highest to lowest. For the site visit score, vendors are listed in the order of their score, from highest to lowest. For the final score and cumulative score the vendors are listed in the order of rating from highest to lowest.

Weighted Average Score for Price: 40%

	Weighted Criteria - [1-(Proposal Price - Low Price) / low price] x available points	Final Weighted Score (x .40)
Vendors:		
Cintas Corporation	{1-(21,533.56-19,866.80)/19,866.80} x 100 = 91.61	91.61 x .40 = 36.64
Unifirst Corporation (Alternate)	{1-(19,866.80-19,866.80)/19,866.80} x 100 = 100.00	<b>100.00 x .40 = 40.00</b>
Arrow Uniform Rental	{1-(20,139.28-19,866.80)/19,866.80} x 100 = 98.62	98.62 x .40 = 39.45
Aramark	{1-(31,465.92-19,866.80)/19,866.80} x 100 = 41.62	41.62 x .40 = 16.65
Unifirst Corporation	{1-(36,038.80-19,866.80)/19,866.80} x 100 = 18.60	18.60 x .40 = 7.44

Weighted Average Score for Proposals: 30%

Raters:	1	2	3	Average	Final Weighted Score (x .30)
Vendors:					
Cintas Corporation	100.00	93.00	93.00	95.33	<b>28.60</b>
Unifirst Corporation (Alternate)	80.00	80.00	89.00	83.00	24.90
Arrow Uniform Rental	97.00	51.00	90.00	79.33	23.80
Aramark	96.00	63.00	92.00	83.67	25.10
Unifirst Corporation	100.00	78.00	93.00	90.33	27.10

Summary: Proposal and Price Scores

	Price Score	Proposal Score	Score
Vendors:			
Cintas Corporation	36.64	28.60	<b>65.24</b>
Unifirst Corporation (Alternate)	40.00	24.90	64.90
Arrow Uniform Rental	39.45	23.80	63.25
Aramark	16.65	25.10	41.75
Unifirst Corporation	7.44	27.10	34.54

Site visits were conducted at all four company locations. (Maximum # of points - 30)



Weighted Average Score for Site Visit: 30%

RATERS	1	2	3	Average	Final Weighted Score (x .30)
Vendors:					
Arrow Uniform Rental	100.00	96.00	97.00	97.67	<b>29.30</b>
Aramark	99.00	94.00	94.00	95.67	28.70
Cintas Corporation	94.00	92.00	93.00	93.00	27.90
Unifirst Corporation	89.00	92.00	89.00	90.00	27.00
Unifirst Corporation (Alternate)	89.00	92.00	89.00	90.00	27.00

CITY OF TROY FINAL SCORE:

VENDORS:	Cintas Corporation	Arrow Uniform Rental	Unifirst Corporation (Alternate)	Aramark	Unifirst Corporation
Proposal Score	28.60	23.80	24.90	25.10	27.10
Price Score	36.64	39.45	40.00	16.65	7.44
Site Visit Score	27.90	29.30	27.00	28.70	27.00
FINAL SCORE	93.14	92.55	91.90	70.45	61.54

OAKLAND COUNTY FINAL SCORE:

VENDORS:	Unifirst Corporation (Alternate)	Unifirst Corporation	Cintas Corporation	Aramark	Arrow Uniform Rental
Compliance with Qualification Criteria	16.60	16.60	16.60	16.60	15.00
Completeness of Proposal	18.40	18.40	16.60	16.60	16.60
Correlation of proposals to needs of the County/City	20.00	20.00	20.00	21.60	16.60
Other factors that may be deemed to be in Agencies best interest	20.00	20.00	18.40	16.60	11.60
FINAL SCORE	75.00	75.00	71.60	71.40	59.80

FINAL CUMULATIVE SCORE - CITY OF TROY AND OAKLAND COUNTY:

VENDORS:	Unifirst Corporation (Alternate)	Cintas Corporation	Arrow Uniform Rental	Aramark	Unifirst Corporation
City of Troy	91.90	93.14	92.55	70.45	61.54
Oakland County	75.00	71.60	59.80	71.40	75.00
FINAL SCORE	166.90	164.74	152.35	141.85	136.54

\*\*HIGHEST RATED VENDOR - RECOMMENDED AWARD



Request for Qualifications and Proposal  
Uniform Rental Services

**SELECTION PROCESS**

**CRITERIA FOR SELECTION**

A City/County Committee will review the proposals. The Agencies reserve the right to award this proposal to the company considered the most qualified based upon a combination of factors including but not limited to the following:

- A. Compliance with qualifications criteria
- B. Completeness of the proposal
- C. Financial strength of the Company
- D. Correlation of the proposals submitted to the needs of the City/County
- E. Any other factors which may be deemed to be in the Agencies best interest
- F. Evaluation Process

**Phase 1: Minimum Qualifications Evaluation**

Companies will be required to meet minimum established criteria in order to go to the second phase of the process.

**Phase 2: Evaluation of Proposals**

Each Committee member will independently use a weighted score sheet to evaluate the proposals; each Committee Member will calculate a weighted score. The scores of the Committee Members will be averaged into one score for each firm for this phase of the process.

**Phase 3: Site Visit**

The City/County will conduct site visits to the top three (3) rated companies. If less than three (3) companies remain in the process, all will be visited. Each Committee Member will independently use a weighted score sheet to evaluate the site visit; each Committee Member will calculate a weighted score. The scores of the Committee Members will be averaged into one score for each company for this phase of the process. Those companies being visited will be supplied with further instructions, date of visit and any additional requests prior to the visit.

**Phase 4: Price**

Points for price will be calculated as follows:

$$\text{FORMULA: } \{1 - (\text{Proposal Price} - \text{Low Price}) / \text{low price}\} \times \text{available points}$$

**Phase 5: Final Scoring and Selection**

The company with the highest final weighted score will be recommended for Award.

$$\begin{array}{l} 40\% \times \text{Price Score} \quad (100 \text{ pt. Base}) \\ 30\% \times \text{Site Visit Score} \quad (100 \text{ pt. Base}) \\ \underline{30\% \times \text{Proposal Score} \quad (100 \text{ pt. Base})} \\ 100\% \end{array}$$

**Note: The City/County reserve the right to change the order of the evaluation process if deemed in the Agencies' best interest to do so.**

**UNIFORM RFP RESULTS - EVENT # 000555**

	<b>Compliance with Qualification Criteria</b>	<b>Completeness of the proposal</b>	<b>Correlation of the proposals submitted to the needs of the County/City</b>	<b>Other factors which mat be deemed to be in the Agencies best interest</b>	<b>Totals</b>
<b>Aramark</b>	4	5	5	4	
	3	2	4	3	
	3	3	4	3	
	<b>10</b>	<b>10</b>	<b>13</b>	<b>10</b>	<b>43</b>
<b>Arrow</b>	3	3	3	2	
	3	4	4	4	
	3	3	3	1	
	<b>9</b>	<b>10</b>	<b>10</b>	<b>7</b>	<b>36</b>
<b>Cintas</b>	4	4	4	4	
	3	3	4	3	
	3	3	4	4	
	<b>10</b>	<b>10</b>	<b>12</b>	<b>11</b>	<b>43</b>
<b>Unifirst</b>	4	3	4	4	
	3	4	4	4	
	3	4	4	4	
	<b>10</b>	<b>11</b>	<b>12</b>	<b>12</b>	<b>45</b>

Event # 555			
EVALUATION SCORING CRITERIA	INTERESTED VENDOR NAME		
0 = proposal fails to meet minimum specification for this element and/or information is missing. 1 = Proposal meets specification with exception and/or information is unclear. 2 = proposal meets minimum specification and required information is complete and understandable. 3 = Proposal somewhat exceeds specification and/or provides a somewhat enhanced solution/features/functionality. 4 = Proposal greatly exceeds specifications and/or provides greatly enhanced solution/features/functionality. 5 = Proposal provides superior solution, technology, functionality, service or operational feature.	Cintas		
<b>Compliance with Qualifications Criteria</b>	<b>Score 0-5</b>	<b>Section Weight</b>	<b>Weighted Total</b>
	3.33		
<b>TOTAL</b>	<b>3.33</b>	<b>0.25</b>	<b>0.83</b>
<b>Completeness of the proposal</b>	<b>Score 0-5</b>	<b>Section Weight</b>	<b>Weighted Total</b>
	3.33		
<b>TOTAL</b>	<b>3.33</b>	<b>0.25</b>	<b>0.83</b>
<b>Correlation of the proposals submitted to the needs of the County/City</b>	<b>Score 0-5</b>	<b>Section Weight</b>	<b>Weighted Total</b>
	4		
<b>TOTAL</b>	<b>4</b>	<b>0.25</b>	<b>1.00</b>
<b>Other factors with may be deemed to be in the Agencies best interest</b>	<b>Score 0-5</b>	<b>Section Weight</b>	<b>Weighted Total</b>
	3.66	25%	
<b>TOTAL</b>	<b>3.66</b>	<b>0.25</b>	<b>0.92</b>
<b>TOTALS</b>	<b>Section Totals</b>		
	0.83		
	0.83		
	1.00		
	0.92		
<b>SECTIONS TOTAL SCORE</b>	<b>3.58</b>		

<b>Conversation to 100% Scale. Point value X 20%</b>	<b>71.6</b>
<b>City of Troy Final Score</b>	<b>95</b>
<b>Final combined total</b>	<b>166.6</b>

Event # 555			
EVALUATION SCORING CRITERIA	INTERESTED VENDOR NAME		
0 = proposal fails to meet minimum specification for this element and/or information is missing. 1 = Proposal meets specification with exception and/or information is unclear. 2 = proposal meets minimum specification and required information is complete and understandable. 3 = Proposal somewhat exceeds specification and/or provides a somewhat enhanced solution/features/functionality. 4 = Proposal greatly exceeds specifications and/or provides greatly enhanced solution/features/functionality. 5 = Proposal provides superior solution, technology, functionality, service or operational feature.	Arrow		
<b>Compliance with Qualifications Criteria</b>	<b>Score 0-5</b>	<b>Section Weight</b>	<b>Weighted Total</b>
	3	25%	
<b>TOTAL</b>	<b>3</b>	<b>0.25</b>	<b>0.75</b>
<b>Completeness of the proposal</b>	<b>Score 0-5</b>	<b>Section Weight</b>	<b>Weighted Total</b>
	3.33	25%	
<b>TOTAL</b>	<b>3.33</b>	<b>0.25</b>	<b>0.83</b>
<b>Correlation of the proposals submitted to the needs of the County/City</b>	<b>Score 0-5</b>	<b>Section Weight</b>	<b>Weighted Total</b>
	3.33	25%	
<b>TOTAL</b>	<b>3.33</b>	<b>0.25</b>	<b>0.83</b>
<b>Other factors which may be deemed to be in the Agencies best interest</b>	<b>Score 0-5</b>	<b>Section Weight</b>	<b>Weighted Total</b>
	2.33	25%	
<b>TOTAL</b>	<b>2.33</b>	<b>0.25</b>	<b>0.58</b>
<b>TOTALS</b>	<b>Section Totals</b>		
	0.75		
	0.83		
	0.83		
	0.58		
<b>SECTIONS TOTAL SCORE</b>	<b>2.99</b>		

<b>Conversation to 100% Scale. Point value X 20%</b>	<b>59.8</b>
<b>City of Troy Final Score</b>	<b>92</b>
<b>Final combined total</b>	<b>151.8</b>

Event # 555			
EVALUATION SCORING CRITERIA	INTERESTED VENDOR NAME		
0 = proposal fails to meet minimum specification for this element and/or information is missing. 1 = Proposal meets specification with exception and/or information is unclear. 2 = proposal meets minimum specification and required information is complete and understandable. 3 = Proposal somewhat exceeds specification and/or provides a somewhat enhanced solution/features/functionality. 4 = Proposal greatly exceeds specifications and/or provides greatly enhanced solution/features/functionality. 5 = Proposal provides superior solution, technology, functionality, service or operational feature.	Aaramark		
<b>Compliance with Qualifications Criteria</b>	<b>Score 0-5</b>	<b>Section Weight</b>	<b>Weighted Total</b>
	3.33		
<b>TOTAL</b>	<b>3.33</b>	<b>0.25</b>	<b>0.83</b>
<b>Completeness of the proposal</b>	<b>Score 0-5</b>	<b>Section Weight</b>	<b>Weighted Total</b>
	3.33		
<b>TOTAL</b>	<b>3.33</b>	<b>0.25</b>	<b>0.83</b>
<b>Correlation of the proposals submitted to the needs of the County/City</b>	<b>Score 0-5</b>	<b>Section Weight</b>	<b>Weighted Total</b>
	4.33		
<b>TOTAL</b>	<b>4.33</b>	<b>0.25</b>	<b>1.08</b>
<b>Other factors which may be deemed to be in the Agencies best interest</b>	<b>Score 0-5</b>	<b>Section Weight</b>	<b>Weighted Total</b>
	2.33	25%	
<b>TOTAL</b>	<b>3.33</b>	<b>0.25</b>	<b>0.83</b>
<b>TOTALS</b>	<b>Section Totals</b>		
	0.83		
	0.83		
	1.08		
	0.83		
<b>SECTIONS TOTAL SCORE</b>	<b>3.57</b>		

**Conversation to 100% Scale. Point Value X 20%**  
**City of Troy Final Score**  
**Combined total**

**71.4**  
**72**  
**143.4**

Event # 555			
EVALUATION SCORING CRITERIA	INTERESTED VENDOR NAME		
0 = proposal fails to meet minimum specification for this element and/or information is missing. 1 = Proposal meets specification with exception and/or information is unclear. 2 = proposal meets minimum specification and required information is complete and understandable. 3 = Proposal somewhat exceeds specification and/or provides a somewhat enhanced solution/features/functionality. 4 = Proposal greatly exceeds specifications and/or provides greatly enhanced solution/features/functionality. 5 = Proposal provides superior solution, technology, functionality, service or operational feature.	Unifirst		
<b>Compliance with Qualifications Criteria</b>	<b>Score 0-5</b>	<b>Section Weight</b>	<b>Weighted Total</b>
	3		
<b>TOTAL</b>	<b>3</b>	<b>0.25</b>	<b>0.75</b>
<b>Completeness of the proposal</b>	<b>Score 0-5</b>	<b>Section Weight</b>	<b>Weighted Total</b>
	3.66		
<b>TOTAL</b>	<b>3.66</b>	<b>0.25</b>	<b>0.92</b>
<b>Correlation of the proposals submitted to the needs of the County/City</b>	<b>Score 0-5</b>	<b>Section Weight</b>	<b>Weighted Total</b>
	4		
<b>TOTAL</b>	<b>4</b>	<b>0.25</b>	<b>1.00</b>
<b>Other factors which may be deemed to be in the Agencies best interest</b>	<b>Score 0-5</b>	<b>Section Weight</b>	<b>Weighted Total</b>
	4	25%	
<b>TOTAL</b>	<b>4</b>	<b>0.25</b>	<b>1.00</b>
<b>TOTALS</b>	<b>Section Totals</b>		
	0.83		
	0.92		
	1.00		
	1.00		
<b>SECTIONS TOTAL SCORE</b>	<b>3.75</b>		

<b>Conversation to 100% Scale. Point value X 20%</b>	<b>75</b>
<b>City of Troy Final Score</b>	<b>92</b>
<b>Final combined total</b>	<b>167</b>

VENDOR NAME:

UNIFIRST CORPORATION

ARROW UNIFORM RENTAL LLC

\*Alternate Pricing - Change as Needed

ITEM	DESCRIPTION	EST # OF EMPLOYEES	WASHING COST/MAN/WEEK	REPLACEMENT COST	WASHING COST/MAN/WEEK	REPLACEMENT COST
1	Shirts- Long & Short Sleeve with Pants (Standard)	10	\$ 3.30	\$ 8.00	\$ 3.60	\$ 13.00
	65/35 Poly/Cotton Blend -Exchanged Every 24 Months-			\$ 10.00		\$ 14.00
			Not every 24 months - As Needed			
	<b>Optional:</b> 65/35 Poly/Cotton Blend - Exchangd Every 24 Months - (w/Cell-Phone Pocket)		\$ 3.45	\$ 12.00	N/A	N/A
	5 Changes/Week		Not every 24 months - As Needed			
	Mix and Match					
	Style #		0102, 0202, 1002,	10B6	SP 14/24 & PT20	
	Manufacturer:		Unifirst		RED KAP	
2	Shirts-Long Sleeve with Pants (Standard)	54	\$ 4.40	\$ 10.00	\$ 4.50	\$ 14.00
	100% Premium Quality Cotton -Exchanged Every 12 Months-			\$ 12.00		\$ 15.00
			Not every 12 months - As Needed			
	<b>Optional:</b> 100% Premium Quality Cotton - Exchanged Every 12 Months - (w/Tool Pocket)		\$ 5.25	\$ 15.00	N/A	N/A
	5 Changes/Week		Not every 12 months - As Needed			
	Style #		0101, 0201, 1001		SC 30/40 & PC 20	
	Manufacturer:		Unifirst		RED KAP	
3	50/50 Knit Short Sleeve Shirts and Pants (Standard)	6	\$ 4.40	Blank	\$ 4.84	\$ 14.00
	Long Sleeve Shirts and Pants (Standard)			Blank		N/A
	65/35 Poly/Cotton Blend -Exchanged Every 24 Months-		Not every 24 months - As Needed			
	5 Changes/Week					\$ 15.00
	Mix and Match					
	Style #		02CH, 02CZ, 0268, 1002		SE20 or SE02 or SE52	
	Manufacturer:		Unifirst		RED KAP	
4	Coveralls and Shop Coats	13	\$ 0.80	\$ 32.00	\$ 0.40	\$ 15.00
	100% Premium Quality Cotton			\$ 38.00		\$ 15.00
	Mix and Match					
	Laundered As Needed					
5	White Long Sleeve Shirts with Pants	2	\$ 4.40	\$ 10.00	\$ 3.60	\$ 13.00
	65/35 Poly/Cotton Blend - Exchanged Every 12 Months-			\$ 12.00		\$ 14.00
	5 Changes/Week		Not every 12 months - As Needed			
	Style #		011107, 1122		SP14/24, PT20	
	Manufacturer:		Unifirst		RED KAP	
6	Two (2) Shop Coats	6	No Charge	No Charge	No Charge	No Charge
	Laundered 4 Times/Year					
	<b>ADDITIONAL PURCHASE:</b>	EST # OF				
ITEM	DESCRIPTION	EMPLOYEES	UNIT PRICE		UNIT PRICE	
1	Coveralls 100% Premium Quality Cotton	19	\$ 32.00		\$ 27.00	
	Manufacturer: Style #:		BLANK		RED KAP	CC14
2	Shop Coats 100% Premium Quality Cotton	15	\$ 38.00		\$ 27.00	
	Manufacturer: Style #:		BLANK		UNIVERSAL	
3	Sew-On Additional City owned emblems - patches	COST FOR	\$ 1.50		\$ 2.00	
	<b>SUB- TOTAL -</b>		\$ 17,121.20		\$ 17,331.28	

PROPOSAL - Two Year Requirements of Uniform Rental Services with an Option to Renew for Two Additional Years

VENDOR NAME:

UNIFIRST CORPORATION

ARROW UNIFORM RENTAL LLC

\*Alternate Pricing - Change as Needed

ITEM	OPTIONAL SERVICES: DESCRIPTION	EST # OF EMPLOYEES	WASHING COST/MAN/WEEK	REPLACEMENT COST	WASHING COST/MAN/WEEK	REPLACEMENT COST
A.	Shirts-Long Sleeve with Pants (Standard)	6	\$ 2.64	Blank	\$ 2.70	\$ 14.00
	100% Premium Quality Cotton			Blank		\$ 15.00
Option	100% Premium Quality Cotton - w/tool pocket		\$ 3.15	Blank	N/A	N/A
	3 Changes/Week					
	Style #		0101, 0201, 1001		BLANK	
	Manufacturer:		Unifirst		BLANK	
B.	Shirts-Short Sleeve with Pants (Standard)	6	\$ 1.76	Blank	\$ 1.80	\$ 14.00
	100% Premium Quality Cotton			Blank		\$ 15.00
Option	100% Premium Quality Cotton - w/tool pocket		\$ 2.10	Blank	N/A	N/A
	2 Changes/Week					
	Style #		0101, 0201, 1001		BLANK	
	Manufacturer:		Unifirst		BLANK	
C.	Shirts-Short Sleeve with Pants (Standard)	6	\$ 4.40	Blank	\$ 4.50	\$ 14.00
	100% Premium Quality Cotton			Blank		\$ 15.00
Option	100% Premium Quality Cotton - w/tool pocket		\$ 5.25	Blank	N/A	N/A
	5 Changes/Week					
	Style #		0101, 0201, 1001			
	Manufacturer:		Unifirst			
<b>ESTIMATED ANNUAL GRAND TOTAL:</b>			<b>\$ 19,866.80</b>		<b>\$ 20,139.28</b>	

MANDATORY SITE INSPECTION

Visited the sites:

Date:

8/14/2008

8/26/2008

FLOOR PLAN

Marked as:

Titled

Locker Floor Plan

SITE VISIT:

Contact Name:

Ed McNicholas

Scott Wakefield

Phone #

(248) 334-0030

(248) 786-9703

BIDDER QUESTIONNAIRE: Yes or No

YES

YES

CONTACT INFORMATION:

Hours of Operation

7am-5pm

8am - 5pm

Emergency Phone #

(248) 935-4971

(248) 786-9703

INSURANCE:

Can meet

XX

XX

Cannot meet

TERMS:

NET 30

BLANK

WARRANTY:

N/A

BLANK

DATE & TIME - DELIVERY:

BLANK

BLANK

EXCEPTIONS:

Unifirst brand vs Red Kap-Prices per terms w/alternate prices

BLANK

ACKNOWLEDGEMENT: Yes or No

YES

YES

NOTE: RFP opened in Oakland County

VENDOR NAME:

CINTAS CORPORATION

ARAMARK

		EST # OF	WASHING	REPLACEMENT	WASHING	REPLACEMENT
ITEM	DESCRIPTION	EMPLOYEES	COST/MAN/WEEK	COST	COST/MAN/WEEK	COST
1	Shirts- Long & Short Sleeve with Pants (Standard)	10	\$ 3.64	\$ 15.00	\$ 3.69	\$ 16.00
	65/35 Poly/Cotton Blend -Exchanged Every 24 Months-			\$ 16.00		\$ 16.00
	Optional: 65/35 Poly/Cotton Blend - Exchangd Every 24 Months - (w/Cell-Phone Pocket)		\$ 4.71	\$ 19.00	\$ 4.75	\$ 18.00
	5 Changes/Week					
	Mix and Match					
	Style #		935/945		BLANK	
	Manufacturer:		Cintas		BLANK	
2	Shirts-Long Sleeve with Pants (Standard)	54	\$ 5.21	\$ 18.00	\$ 7.75	\$ 18.00
	100% Premium Quality Cotton -Exchanged Every 12 Months-			\$ 20.00		\$ 18.00
	Optional: 100% Premium Quality Cotton - Exchanged Every 12 Months - (w/Tool Pocket)		\$ 6.89	\$ 23.00	N/A	N/A
	5 Changes/Week					
	Style #		330/340		BLANK	
	Manufacturer:		Cintas		BLANK	
3	50/50 Knit Short Sleeve Shirts and Pants (Standard)	6	\$ 4.28	\$ 18.00	\$ 4.75	\$ 18.00
	Long Sleeve Shirts and Pants (Standard)			\$ 16.00		Blank
	65/35 Poly/Cotton Blend -Exchanged Every 24 Months-					
	5 Changes/Week					
	Mix and Match					
	Style #		259/945		BLANK	
	Manufacturer:		Cintas		BLANK	
4	Coveralls and Shop Coats	13	\$ 0.50	\$ -	\$ 0.50	\$ 30.00
	100% Premium Quality Cotton			\$ -		\$ 23.00
	Mix and Match					
	Laundered As Needed					
5	White Long Sleeve Shirts with Pants	2	\$ 3.64	\$ 15.00	\$ 5.53	\$ 20.00
	65/35 Poly/Cotton Blend - Exchanged Every 12 Months-			\$ 16.00		\$ 18.00
	5 Changes/Week					
	Style #		935/945		BLANK	
	Manufacturer:		Cintas		BLANK	
6	Two (2) Shop Coats	6	No Charge	No Charge	No Charge	No Charge
	Laundered 4 Times/Year					
	<b>ADDITIONAL PURCHASE:</b>	<b>EST # OF</b>				
<b>ITEM</b>	<b>DESCRIPTION</b>	<b>EMPLOYEES</b>	<b>UNIT PRICE</b>		<b>UNIT PRICE</b>	
1	Coveralls 100% Premium Quality Cotton	19	\$ 0.50		\$ 29.00	Plus 20% non-std sizes
	Manufacturer: Style #:		Cintas 910		Blank	
2	Shop Coats 100% Premium Quality Cotton	15	\$ 0.50		\$ 21.00	Plus 20% non-std sizes
	Manufacturer: Style #:		Cintas 929		Blank	
3	Sew-On Additional City owned emblems - patches	COST FOR	\$ 1.99		\$ 0.75	
	<b>SUB- TOTAL -</b>		<b>\$ 18,279.40</b>		<b>\$ 26,629.92</b>	

PROPOSAL - Two Year Requirements of Uniform Rental Services with an Option to Renew for Two Additional Years

VENDOR NAME:

CINTAS CORPORATION

ARAMARK

ITEM	OPTIONAL SERVICES:		CINTAS CORPORATION		ARAMARK	
	DESCRIPTION	EST # OF EMPLOYEES	WASHING COST/MAN/WEEK	REPLACEMENT COST	WASHING COST/MAN/WEEK	REPLACEMENT COST
<b>A.</b>	Shirts-Long Sleeve with Pants (Standard)	6	\$ 3.13	\$ 18.00	\$ 4.65	\$ 18.00
	100% Premium Quality Cotton			\$ 20.00		\$ 18.00
<b>Option</b>	100% Premium Quality Cotton - w/tool pocket		\$ 4.13	\$ 23.00	N/A	N/A
	<b>3 Changes/Week</b>					
	Style #		330/340		BLANK	
	Manufacturer:		Cintas		BLANK	
<b>B.</b>	Shirts-Short Sleeve with Pants (Standard)	6	\$ 2.09	\$ 18.00	\$ 3.10	\$ 17.00
	100% Premium Quality Cotton			\$ 20.00		\$ 18.00
<b>Option</b>	100% Premium Quality Cotton - w/tool pocket		\$ 2.75	\$ 23.00	N/A	N/A
	<b>2 Changes/Week</b>					
	Style #		330/340		BLANK	
	Manufacturer:		Cintas		BLANK	
<b>C.</b>	Shirts-Short Sleeve with Pants (Standard)	6	\$ 5.21	\$ 18.00	\$ 7.75	\$ 17.00
	100% Premium Quality Cotton			\$ 20.00		\$ 18.00
<b>Option</b>	100% Premium Quality Cotton - w/tool pocket		\$ 6.89	\$ 23.00	N/A	N/A
	<b>5 Changes/Week</b>					
	Style #		330/340		BLANK	
	Manufacturer:		Cintas		BLANK	
<b>ESTIMATED ANNUAL GRAND TOTAL:</b>			\$ 21,533.56		\$ 31,465.92	

MANDATORY SITE INSPECTION

Visited the sites:

Date:

8/27/2008

8/26/2008

FLOOR PLAN

Marked as:

Locker Floor Plan

Floor Plan

SITE VISIT:

Contact Name:

Kent Butler

Michael Ragan

Phone #

(586) 855-1647

(248) 996-4184

BIDDER QUESTIONNAIRE: Yes or No

YES

YES

CONTACT INFORMATION:

Hours of Operation

8am-5pm

8am - 5pm

Emergency Phone #

(586) 677-9900

(866) 624-5136

INSURANCE:

Can meet

XX

XX

Cannot meet

TERMS:

STATED

NET 30

WARRANTY:

FLEXIBLE

30 days notice to terminate - see bid

DATE & TIME - DELIVERY:

FLEXIBLE

BLANK

EXCEPTIONS:

Would like to replc garments as needed but will honor timeframe City specified.

BLANK

ACKNOWLEDGEMENT: Yes or No

YES

YES

VENDOR NAME:

UNIFIRST CORPORATION

ITEM	DESCRIPTION	EST # OF EMPLOYEES	WASHING COST/MAN/WEEK	REPLACEMENT COST	WASHING COST/MAN/WEEK	REPLACEMENT COST
1	Shirts- Long & Short Sleeve with Pants (Standard)	10	\$ 4.75	\$ 12.00		
	65/35 Poly/Cotton Blend -Exchanged Every 24 Months-			\$ 15.00		
	<b>Optional: 65/35 Poly/Cotton Blend - Exchangd Every 24 Months - (w/Cell-Phone Pocket)</b>		\$ 4.90	\$ 15.00		
	5 Changes/Week					
	Mix and Match					
	Style #		0102, 0202, 1002,	10B6		
	Manufacturer:		Unifirst & Dickies			
2	Shirts-Long Sleeve with Pants (Standard)	54	\$ 8.65	\$ 12.00		
	100% Premium Quality Cotton -Exchanged Every 12 Months-			\$ 15.00		
	<b>Optional: 100% Premium Quality Cotton - Exchanged Every 12 Months - (w/Tool Pocket)</b>		\$ 9.50	\$ 18.00		
	5 Changes/Week		Add/Sew on pocket			
	Style #		0101, 0201, 1001			
	Manufacturer:		Unifirst			
3	50/50 Knit Short Sleeve Shirts and Pants (Standard)	6	\$ 5.60	\$ 12.00		
	Long Sleeve Shirts and Pants (Standard)			\$ 15.00		
	65/35 Poly/Cotton Blend -Exchanged Every 24 Months-					
	5 Changes/Week					
	Mix and Match					
	Style #		02CH, 02CZ, 0268	1002		
	Manufacturer:		Unifirst			
4	Coveralls and Shop Coats	13	\$ 0.80	\$ 32.00		
	100% Premium Quality Cotton			\$ 38.00		
	Mix and Match					
	Laundered As Needed					
5	White Long Sleeve Shirts with Pants	2	\$ 8.80	\$ 12.00		
	65/35 Poly/Cotton Blend - Exchanged Every 12 Months-			\$ 15.00		
	5 Changes/Week					
	Style #		011107, 1122			
	Manufacturer:		Unifirst			
6	Two (2) Shop Coats	6	No Charge	No Charge		
	Laundered 4 Times/Year					
	<b>ADDITIONAL PURCHASE:</b>	<b>EST # OF</b>				
<b>ITEM</b>	<b>DESCRIPTION</b>	<b>EMPLOYEES</b>	<b>UNIT PRICE</b>		<b>UNIT PRICE</b>	
1	Coveralls 100% Premium Quality Cotton	19	\$ 32.00			
	Manufacturer: Style #:		BLANK			
2	Shop Coats 100% Premium Quality Cotton	15	\$ 38.00			
	Manufacturer: Style #:		BLANK			
3	Sew-On Additional City owned emblems - patches	COST FOR	\$ 1.50			
	<b>SUB- TOTAL -</b>		\$ 30,641.20			

PROPOSAL - Two Year Requirements of Uniform Rental Services with an Option to Renew for Two Additional Years

VENDOR NAME:

UNIFIRST CORPORATION

ITEM	OPTIONAL SERVICES:		EST # OF EMPLOYEES	WASHING	REPLACEMENT	WASHING	REPLACEMENT
	DESCRIPTION			COST/MAN/WEEK	COST	COST/MAN/WEEK	COST
<b>A.</b>	Shirts-Long Sleeve with Pants (Standard)		6	\$ 5.19	\$ 12.00		
	100% Premium Quality Cotton				\$ 15.00		
<b>Option</b>	100% Premium Quality Cotton - w/tool pocket			\$ 5.70	\$ 18.00		
	3 Changes/Week						
	Style #			0101, 0201, 1001			
	Manufacturer:			Unifirst			
<b>B.</b>	Shirts-Short Sleeve with Pants (Standard)		6	\$ 3.46	\$ 12.00		
	100% Premium Quality Cotton				\$ 15.00		
<b>Option</b>	100% Premium Quality Cotton - w/tool pocket			\$ 3.80	\$ 18.00		
	2 Changes/Week						
	Style #			0101, 0201, 1001			
	Manufacturer:			Unifirst			
<b>C.</b>	Shirts-Short Sleeve with Pants (Standard)		6	\$ 8.65	\$ 12.00		
	100% Premium Quality Cotton				\$ 15.00		
<b>Option</b>	100% Premium Quality Cotton - w/tool pocket			\$ 9.50	\$ 18.00		
	5 Changes/Week						
	Style #			0101, 0201, 1001			
	Manufacturer:			Unifirst			
<b>ESTIMATED ANNUAL GRAND TOTAL:</b>				\$ 36,038.80			

MANDATORY SITE INSPECTION

Visited the sites:

Date:

8/14/2008

FLOOR PLAN

Marked as:

Titled

SITE VISIT:

Contact Name:

Ed McNicholas

Phone #

(248) 334-0030

BIDDER QUESTIONNAIRE: Yes or No

YES

CONTACT INFORMATION:

Hours of Operation

7am-5pm

Emergency Phone #

(248) 935-4971

INSURANCE:

Can meet

XX

Cannot meet

TERMS:

NET 30

WARRANTY:

N/A

DATE & TIME - DELIVERY:

BLANK

EXCEPTIONS:

Unifirst brand vs Red Kap-Prices per terms w/alternate prices

ACKNOWLEDGEMENT: Yes or No

YES